

Message Text

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PAGE 01 LISBON 02262 211829Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 L-03 FAA-00 DODE-00
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R 211746Z MAR 77
FM AMEMBASSY LISBON
TO COMUSFORAZ TERCEIRA AZ
INFO SECSTATE WASHDC 0634
AMCONSUL PONTA DELGADA
HQ MAC SCOTT AFB IL

C O N F I D E N T I A L LISBON 2262

E.O. 11652: GDS
TAGS: EAIR, PO
SUBJECT: TWA USE OF LAJES

REF: A) COMUSFORAZ DTG 171755Z MAR 77 NOTAL
B) COMUSFORAZ DTG 091815Z MAR 77 NOTAL

1. LOCAL MANAGER OF MOBIL TELEPHONED ECON COUNSELOR MARCH 18 TO DISCUSS PROPOSED PROVISION OF FUEL TO TWA IF AIRLINE OPENS SERVICE TO LAJES. MANAGER HAD JUST RECEIVED REPORT FROM MOBIL OFFICIALS WHO HAD VISITED LAJES AND MET WITH GENERAL WIGLEY. THEIR ACCOUNT OF VISIT WAS LARGELY IDENTICAL TO THAT OF GENERAL WIGLEY IN REF A. MOBIL MANAGER MADE IT CLEAR TO US, HOWEVER, THAT COMPANY DOES NOT REPEAT NOT, CONSIDER QUESTION OF SALE OF FUEL TO BE A DEAD ISSUE.

2. NEWS THAT COMUSFORAZ LACKS AUTHORITY TO SELL FUEL TO MOBIL FOR RESALE TO COMMERCIAL AIRLINES SURPRISED LOCAL MOBIL MANAGER. HE SAID THAT HIS ASSOCIATES IN U.S. HAD INFORMED HIM THAT MOBIL HAS BEEN ABLE TO PURCHASE FUEL, UNDER SIMILAR CONDITIONS, FROM OTHER U.S. INSTALLATIONS, WHILE "SWAP" ARRANGEMENT DESCRIBED PARA 2 OF REF A COULD BE CONSIDERED, AS A "SECOND-BEST" ARRANGEMENT, MOBIL MANAGER
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STRONGLY BELIEVES BEST COURSE WOULD BE OUTRIGHT PURCHASE OF FUEL AT LAJES. IN HIS VIEW, INABILITY TO PURCHASE FUEL FROM USAF WOULD SERIOUSLY IMPEDE, IF NOT PREVENT, COMPANY FROM SUPPLYING TWA.

3. PARA 4 OF REF B REQUESTED THAT HQ MAC PROVIDE GUIDANCE AS TO WHETHER USAF AT LAJES COULD OBTAIN AUTHORITY TO

SELL FUEL TO MOBIL FOR ULTIMATE USE BY TWA. EMBASSY HAS NOT SEEN HQ MAC'S RESPONSE (DTG 152205Z MAR 77) WHICH, ACCORDING TO REF A, "PROVIDED GUIDANCE THAT THERE DOES NOT APPEAR TO BE ANY AUTHORITY" TO SELL FUEL TO MOBIL. WE WOULD APPRECIATE LEARNING:

--IF ANY REGULATIONS EXPLICITLY PROHIBIT THIS TYPE OF OPERATION.

-- WHETHER AND HOW AUTHORITY CAN BE OBTAINED FOR FUEL SALES.

4. COMMENT: EMBASSY STRONGLY URGES THAT ALL NECESSARY STEPS BE TAKEN TO PERMIT SALE OF FUEL TO MOBIL IN ORDER THEREBY TO FACILITATE TWA USE OF LAJES. IF TWA CANNOT OBTAIN FUEL, ITS COMPETITIVE POSITION VIS-A-VIS TAP WOULD BE SERIOUSLY IMPAIRED. IT WOULD BE EXTREMELY AWKWARD TO HAVE A SITUATION IN WHICH TAP AND SATA CAN OBTAIN FUEL FROM THE USAF, BUT TWA CANNOT.
CARLUCCI

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Message Attributes

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